

Delaware Division of Professional Regulation**Real Estate Education Committee****09/05/2019 09:30 AM**

861 Silver Lake Blvd., Cannon Building
Second Floor Conference Room A
Dover, DE 19904

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CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE

REAL ESTATE COMMISSION
REAL ESTATE EDUCATION
COMMITTEE

TELEPHONE: (302) 744-4500

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WEBSITE: DPR.DELAWARE.GOVEMAIL: CUSTOMERSERVICE.DPR@STATE.DE.US**AMENDED AGENDA****(Amended items are noted with an asterisk*)****I. Call to Order****II. Review and Approval of Minutes - August 1, 2019****III. Unfinished Business****IV. New Business**

- A. Commission Update
- B. Review of Course Provider Application(s)
 - 1. CE Shop
 - a. New Salesperson Module 1: Professionalism Standards in Real Estate - 3 Hours
 - b. New Salesperson Module 2: Agreement of Sale/Buyer Representation - 3 Hours
 - c. New Salesperson Module 3: Real Estate Documents/Seller Representation - 3 Hours
 - d. New Salesperson Module 4: Real Estate Professionalism - 3 Hours
 - e. At Home Diversity - Module 2 - 6 Hours
 - f. Hot Topics in Real Estate - Module 7 - 3 Hours
 - g. e-pro Certification - Module 7 - 12 Hours
 - 2. Delaware Association of REAL TORS
 - a. Module 5 Legislative Update - Module 5 - 3 Hours
 - 3. Brokers Realty Group LLC - Module 7 - 3 Hours
 - a. Short Sales and Foreclosures - Module 6 - 3 Hours
 - 4. McKissock

- a. How to Work with Real Estate Investors-Part 2 - Module 7 - 3 Hours

5. Association of Realtors School

- a. Agency & Fair Housing - Module 1 - 3 Hours
- b. Not Your Mother's Ethics Class - Module 2 - 3 Hours
- c. Be a Hero to Your Client - Module 3 or 6 - 3 Hours
- d. Risk Management - Module 4 - 3 Hours
- e. Legislative Landmines - Module 5 - 3 Hours
- f. Practical Tips for Listing Agents - Module 6 - 3 Hours
- g. Differences Between Delaware and Pennsylvania Real Estate Transactions - Module 7 - 3 Hours

6. Kent County Association of REALTORS

- a. New Licensee Module 1 - Professional Standards in Real Estate - 3 Hours
- b. New Licensee Module 2 - Agreement of Sale - 3 Hours
- c. Real Estate Documents - Seller Representation - 3 Hours
- d. New Licensee Module 4 - Real Estate Professionalism - 3 Hours
- e. JP Court Landlord-Tenant Proceedings - Module 5, 6 or 7 - 3 Hours

7. Sussex County Association of REALTORS

- a. Renovation Financing - Module 6 or 7 - 3 Hours
- b. Home Inspections - Module 7 - 3 Hours
- c. Don't Let Your Sale Fall Apart (and what to do if it does) - Module 6 - 3 Hours
- d. Legislative Landmines - Module 5 or 7 - 3 Hours
- e. Home Sweet (Second) Home: Vacation, Investment, Luxury Properties - Module 6 or 7 - 3 Hours
- f. New Home Construction for the Modern Age - Module 6 or 7 - 3 Hours
- g. Safety Course for the Real Estate Professional - Module 7 - 3 Hours
- h. 1031 Tax-Deferred Exchanges - Module 6 or 7 - 3 Hours
- i. RESPA Rule 8 - Module 4 or 5 - 3 Hours
- j. DE Listing Document and Property Disclosure - Module 3 - 3 Hours
- k. Home Inspection 3.0 - Module 2 or 7 - 3 Hours
- l. Home Inspection 2.0 - Module 7 - 3 Hours
- m. Agency and Fair Housing - Module 1 - 3 Hours
- n. NAR Ethics - Module 2 - 3 Hours

8. Coldwell Banker Resort Realty

- a. Propel - New Licensee Module 2, 3 & 4 - 9 Hours
- b. Professionalism, Courtesies & Practices of Real Estate - Module 6 - 3 Hours*

C. Review of Instructor Application(s)

1. Christine Steele - New Instructor Application
2. Soni Nitán - New Instructor Application

V. Correspondence**VI. Other Business before the Committee (For Discussion Only)****VII. Public Comment****VIII. Next Meeting - October 3, 2019****IX. Adjournment**


Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.